

Living Benefits Certification  
Module 2 Workbook: Introduction to Lifestyle  
Protection





**Introduction:**

This workbook is designed to let you test your knowledge of the study material contained in Module 2 (Lifestyle Protection) of the Living Benefits Certification program. Once you have completed the workbook the Licensing, Contracting & Compensation Services (LCCS) department will grade it and communicate your mark. If you achieve a mark of 75% or greater, you will be issued continuing education credits and enrolled in the next module (if applicable).

The following reference materials will assist you in completing this workbook:

- **Individual Living Benefits Product Portfolio (11/18):** ([English 83236](#)/[French 83237](#))
- **Critical Illness Recovery Plan Insurance Advisor Guide (07/14):** ([English 83330](#)/[French 83331](#))

If you have any questions or require more information, please do not hesitate to contact your local RBC Insurance sales office at 1-866-235-4332 or visit us online at: [www.rbcinsurance.com/salesresourcecentre](http://www.rbcinsurance.com/salesresourcecentre) .

**Directions:**

- **Please complete each exercise or activity as directed**
  - For True or False questions, check 0 only one of the True or False answers for each question.
  - For Multiple Choice questions, check 0 only one of the Multiple Choice answers for each question (Unless indicated differently).
  - When a **space** is provided, write your response in the space provided.
- **Refer to the reference materials if necessary to check the accuracy of your responses**
- **Please return your completed workbook to RBC Insurance sales office for grading. LCCS - Licensing and Education**

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**Advisor Information: (print clearly)**

**Business Name:** \_\_\_\_\_

**Individual's Name:** \_\_\_\_\_

**License Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**\*\*\* Completing this advisor information section is imperative to ensure that Continuing Education credits are applied correctly.\*\*\***



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**Exercise 1 - Introduction**

**1.1. Each product section in the Advisor Guide includes a description of the product's target market.**

- True
- False

**1.2. The subject of issue limits is covered in the brochure titled "Individual Living Benefits Product Portfolio 83236 (11/2018)".**

- True
  - False
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**Exercise 2 - The Need for Lifestyle Protection**

**2.1. Which of the following products will cover additional expenses (other than everyday expenses) should you become ill (providing you survive your illness)?**

- A. Disability Insurance
- B. Life Insurance
- C. Critical Illness Insurance
- D. Health Plan

**2.2. What percentage of heart attack victims survives the first attack for at least 5 years?**

- A. Over 20%
- B. Over 33%
- C. Over 90%
- D. Over 67%

**2.3. Critical Illness protection is designed to alleviate the burden of additional medical expenses, providing the insured with greater control over recovery and health care options when a critical illness strikes.**

- True
- False

**2.4. What tends to be forgotten when people are on disability, due to a lack of disposable income?**

- A. Property taxes
- B. RSP contributions
- C. Saving for a new car
- D. Gas bill

**2.5. Retirement Protector Policy has excellent potential in which markets?**

- A. Multi-life sales market
- B. Individuals who are fully covered by an Individual Income Protection plan
- C. Individuals who are fully covered by a group LTD plan
- D. All of the above

**2.6. A disability plan provides enough income replacement in order that the client may continue making contributions to their Registered Retirement Income Plan.**

- True
- False

**2.7. The expenses associated with living longer and/or recovering from a critical illness have risen considerably because medical technology has improved our chances for long-term survival from serious illness or injury.**

- True
- False



**Exercise 3 - Lifestyle Protection and Services**

**3.1. Match the terms below with their appropriate definitions:**

- A. Guaranteed Renewable**
- B. Non-Cancellable**

\_\_\_\_\_ RBC Insurance cannot alter the provisions or premiums or cancel the policy without the consent of the policy owner. The policy is renewable for life if the premiums are paid on time. Rates and benefit periods are subject to change after age 65.

\_\_\_\_\_ The policy cannot be altered or cancelled without the consent of the policy owner. However, RBC Insurance has the qualified right to change premiums in the future, but only for an entire group of policy owners sharing certain common characteristics

**3.2. Critical illness insurance pays a benefit:**

- A. in a monthly indemnity
- B. In a lump sum benefit
- C. after 10 days
- D. after 30 days
- E. Both B and D

**Exercise 4 - RBC Insurance Products and Services**

**4.1. RBC Insurance's Critical Illness Recovery Plan is available only in a non-cancellable form.**

- True
- False

**4.2. The following is true of what is defined as Loss of Independent Existence.**

- A. Unable to perform two or more of the six Activities of Daily Living (bathing, dressing, toileting, transferring, continence, or eating) without substantial assistance.
- B. Benefit is a lump sum.
- C. Cognitively impaired, meaning they have suffered a severe impairment of cognitive functioning or intellectual capacity.
- D. Available to insured's under age 18.
- E. All of the above.

**4.3. The following is true about the Scheduled Increase Benefit Rider (more than one answer may apply):**

- A. Available on all RBC Insurance critical illness plan types.
- B. Available to insured's age 18.
- C. Benefit automatically increases by 20% every 2nd year.
- D. Cost-effective way to purchase more benefit amount.
- E. All of the above.

**4.4. Which Critical Illness Recovery Plan types include the CI Conversion privilege?**

- A. Term 10
- B. Level premiums to age 65
- C. Level premiums to age 75
- D. None of the above

**4.5. Match the items on the right with the appropriate services on the left. There may be more than one answer for each.**

<b>1. Teledoc Health</b>	A. Expert Medical Opinion.
<b>2. Daily Living Assistance</b>	B. Find A Doctor.
<b>3. Healing the Whole Person</b>	C. Care Finder.
	D. Personal Health Navigator.
	E. Mental Imaging
	F. FindBestCare
	G. Telus Health
	H. Thought Journaling